

Atlantic Richfield Company

,QL DGGWLRLQ L WR L (3\$ L \$AODQNLFL 5LFK1LHOG L LV L SURYGLQJ L DL FRSV L RI L WKLV L ZULWHLQ L QRAL I LFDA
(ULFL 1RDFN L ZLWK L WKH L 1HYDGD L 'LYLVLRLQ L RI L (QYLURPHQWDO L 3URWHFHRLQ L %XUHDX L RI L :DWH L ODQD
CHWWHU L GDWHLG L)HEUXOU\ L + L + !! ! ! L \$AODQNLFL 5LFK1LHOG L UHTXHWWHG L (3\$ 2V L FHJW L I LFDA

:DWHL ODWHULDO^L 21+ 6LWHL 6KLSPHQW- 1RVL LFDWLRLQ^L + L + '6L 7UHDWPHQW^L *HQHUDWHL 6ROLGV^L
6HSWPEHUL ± ↑ ☺ ± !! ¶ → L

3DJH^L ± L RI^L T L

L

IDFLOLM^L LQL %HDW^W L 1HYDGL LV^L RSHUDWLQJ^L LQL FRPSOLDQFH^L ZLWL WKL^L UHTXLUHPHQW^L RI^L
¶ ± ¶ ☺ GU ± ± ☺ G^L ☺ T ☺ ÜBOS^L !! H!!&K! □± 5^L

SHUXODARU\ L 6ADAKV^L

L

\$MDQNLFL 5LFKILHOG²V^L ZDWHL PDQDJHPHQW- FROWDFARU^W L 3RQHUL (QYLURCPHQWDO^L GHULAHM^W L DQ^L
GLSRVDO^L IDFLOLM^L KDH^L FODWL L HGL WKL^L :DWHL ODWHULDO^L DV^L GHMFULEHGL EHORZ^L

L

+ '6L 7UHDWPHQW^L *HQHUDWHL 6ROLGV^L

L

\$L VDPSCH^L RI^L WKL^L + '6L 7UHDWPHQW^L JHQHUDWHL ZDV^L FROCHFWHL E\ L %URGEHOM^L
SHVRQQHOL RQL 6HSWPEHUL ¶ ← ☺ ± !! ¶ → L DQG^L VXEPLWHL WR^L 7HWL \$PHULFDL /DERUDARULHM^W L QF^L
IRU^L 7&/3^L 77/8^L 67/&L DQG^L 63/3^L DQDOWHV^L & VHL \$MDPKPHQW^L \$L + L /DERUDARU\ L \$QDOWLFDO^L
7UHDWPHQW^L *HQHUDWHL 6ROLGV^L □ ± %DHGL XSRQ^L \$MDQNLFL 5LFKILHOG²V^L NQRZOHGJH^L RI^L WKL^L KD]DUGR^L
RI^L WKL^L :DWHL ODWHULDO^W L LQL CLJKW^L RI^L WKL^L SURFHVL XHGL WR^L JHQHUDWHL WLVL^L :DWHL ODWHULDO^L
WHWL UHMXQWL IURPL DL 1DWLRQDOL (QYLURCPHQWDO^L /DERUDARU\ L \$FFUHGWLWLRQL 3URJUDP^L & ≥1(/\$3
WHWLQJ^L IDFLOLM^L & L L WKL^L :DWHL ODWHULDO^L LV^L QRW^L DL OLWHL KD]DUGRXVL ZDWHL RU^L DL FKD^L
XQHUL 6XELWCHL & L RI^L 5&5\$^L L HYHQ^L ZLWKRXW^L WKL^L ZDWHL H[HPSALRQV^L LGQNL^L LHGL DERYH^L D^L
ODWHULDO^L LV^L DL &DOLIRUQLD^L FKDUDFWHULWLF^L KD]DUGRXVL ZDWHL EDHGL RQL WKL^L V7H&L QLNHOL^L
&DOLIRUQLD^L &RGH^L RI^L SHUXODARQ^W L 7LW^L ± ± ☺ □ ± 7KVL GHWHUPLQWLRQL LV^L EDHGL XSRQ^L WKL^L IP^L

L

¶ ± 7KL 1(/\$3L DFFUHGWL^L ODERUDARU\ L DQDOWLFDO^L UHMXQWL IURPL UHSUHM-QWDWLYH^L VDPSCH^L R^L
ODWHULDO^L SURSRMGL IRU^L RI^L VIWHL VKLSPHQW^L VRZ^L WKW^L SDUDPHWHUL FROPHQWUDWLRQ^L DU^L
IHGHUDOL WR[LFLM^L FULWULD^L IRU^L 7&/3^L /DERUDARU\ L UHMXQWL DOVR^L VRZ^L WKW^L :DWHL
H[HFHGL &DOLIRUQLD^L 77/&L UHUXODARU\ L WKUHMROGL YDOXH^L 1LFN^L ZDV^L GHWHFHL LQL WKL^L 6^L
VDPSCH^L DW^L DL FROPHQWUDWLRQ^L RI^L T ↑ L PJ^L / ☺ L ZKLFK^L LV^L DERYH^L WKL^L &DOLIRUQLD^L 67/&L U^L
YDOXH^L RI^L ± !! L PJ^L / L IRU^L WKL^L WR[LFLM^L FKDUDFWHULWLF^L 2WKUL SDUDPHWHUL FROPHQW^L
ODWHULDO^L ZHU^L EHORZ^L 67/&L UHUXODARU\ L WKUHMROGL YDOXH^L L

± ± 7KL :DWHL ODWHULDO^L GRHV^L QRW^L KDH^L WKL^L FKDUDFWHULWLFV^L RI^L LJQWDELOLM^L XQHUL + !! L
:DWHL ODWHULDO^L GRHV^L QRW^L KDH^L DL 1ODVK^L SRLQW^L RI^L CHW^L WKDQ^L ¶ + !! L GHJUHV^L)DKUHQH^L
FDSDECH^L RI^L VSRQNDQHRXVL FRPEXWLRQ^L XQHUL WADQGDUGL SUHAXUH^L DQG^L WPHSHUDAXUH^L

T ± 7KL :DWHL ODWHULDO^L GRHV^L QRW^L H[KLEW^L WKL^L FKDUDFWHULWLFV^L RI^L FRURVLYW^L XQHUL + !! L

7KL :DWHL ODWHULDO^L KDW^L DL S+L JUDWUL WKDQ^L ± ± !! L WADQGDUGL XQJW^L & V^L X^L ☺ L DQG^L C^L

± ± 7KL :DWHL ODWHULDO^L GRHV^L QRW^L H[KLEW^L WKL^L FKDUDFWHULWLFV^L RI^L UHDFAVLYW^L XQHUL + !! L

:DWHL ODWHULDO^L GRHV^L QRW^L UHDFW^L YLROHQW^L ZLWL DLUL RUL ZDWHU^L L LV^L QRW^L XQWDECH^L LQ^L
FRQGLWLRQ^W L GRHV^L QRW^L UHDFW^L ZLWL ZDWHU^L RUL FRURVLYH^L WR^L SURGXFL WR[LFL JDVMH^W L D^L

↑ ± 7KL :DWHL ODWHULDO^L LV^L QRW^L OLWHL DV^L DL KD]DUGRXVL ZDWHL XQHUL IHGHUDOL QDZ^L

L

, L \ RXL KDH^L DQ^L TXHWLWLRQ^L RUL FRPPHQW^W L SOHDVH^L IHHOL IUHL WR^L FROWDFW^L PH^L DW^L WKL^L QXPEH^L
DW^L DQWKRQ^L EURZQES^L FRP^L

L

6LQFHUHO^W L

L

Anthony L. Bone

L

\$QWKRQ^L %URZQ^L

SURMHFW^L ODQDJHUL OLQLOQJ^L

:DW4L ODHULDO^L 211+ 6LV4L 6KLSHQW⁻ 1RALT LFDALRQ^L + L +'6L 7UHDWPHQW⁻ *HQHUDWGL 6ROLGV^L
6HSWPEHU^L ± ↑ ☯ L ± !! ¶ → L

3DJH^L T L RI^L T L

L

(QFORXUHM L

\$WDFKPHQW⁻ \$L ± L /DERUDWU\ L \$QDOWLFDO^L SHMOW^L RI^L +'6L 7UHDWPHQW⁻ *HQHUDWGL 6ROLGV^L

L

FF L L L (ULF^L 1RDPN[☒] L 1'(3L %XUHDX^L RI^L :DW4L ODDQJHPHQW⁻ ± L YLD^L HOHWURQLF^L
1DWDOQ^L %ORPN[☒] L %3L ± L YLD^L HOHWURQLF^L

5HJLQDOG^L ,ODR[☒] L \$WODQWLFL 5LFK1LHOG^L &RPSDQ\ L ± L YLD^L HOHWURQLF^L L

\$GDL^L &RKHQ[☒] L (VT◀ L 'DYLV^L *UDKOP^L L 6AKEEV^L //3L ± L YLD^L HOHWURQLF^L

'DYH^L OF&DUW[☒] L &RSSHU^L (QYLURQPHQWDO^L &RQXOWLQJ^L ± L YLD^L HOHWURQLF^L

ODUF^L /RPEDUGL[☒] L \$PHF^L)RWHU^L :KHHCHU^L (QYLURQPHQW⁻ L ,QIUDWALUXFWXUH[☒] L ,QF◀ L ± L YLD^L

L

L

\$77\$&+0(17^L \$

+,*+L '(16,7<^L 6/8'*(^L 75(\$70(17^L 6<67(0^L +^L /\$25\$725<^L \$1\$/<7,&\$/^L 5(68/76
2)^L +'6^L 75(\$70(17^L *(1(5\$7('L 62/,6'
'UDW^L +^L 3URYLVLRQDOL' DWD

3DUDPHWHU	6HSWHPHJU ^L ♩ ← ♩ L ± !! ♩ → ± + +'66/8'* (→ + ↑ &RPSRVLWH				5HUXCDWU\ ^L 7KUHMROG		
	7RADOL ^L OHADOL ^L ♂ PJ↑ NJ [□]	63/3 ^L ♂ PJ↓ /□	67/& ^L ♂ PJ↑ /□	7&/3 ^L ♂ PJ↑ /□	77/& ^L ♂ 5HUXCDWU\ ^L /PLIW ^L IRUL 7RADOL ^L OHADOL [□] ♂ PJ↑ N	67/& ^L ♂ 5HUXCDWU\ ^L /PLIW [□] ^L ♂ PJ↑ /□	7&/3 ^L ♂ 5HUXCDWU\ ^L /PLIW [□] ^L ♂ PJ↑ /□
\$OXPLOXP	♩ ← ♩ T ◀ !	↑	→ ↑	1\$	1\$	1\$	1\$
SQNLPRQ\	L	L !!	L !!	↑ !!	♩	1\$	1\$
\$UMHQU	♩ !!	L !!	L !!	↑ !!	↑	↑	↑
%DULXP	T ◀	L !!	L !!	!◀ ♩	♩ !! ♩	♩ !!	♩ !!
%HUVODLX	♩ ◀	L !! .	!! ◀	L !! .	→	!! ◀	1\$
&DGPLXP	♩ ▲	L !!	!! ◀ !!	!! ◀ !!	♩ !!	♩	♩
&KURPLXP	♩ .	L !!	!! ◀	!! ◀ !!	↑ !! !! L ♂ T	↑ L ♂ T	↑
&REDO	↑ ↑	L !!	♩ .	↑ ◀	← ♩ !	←	1\$
&RSSHU	↑ .	L !!	♩ ▲	!! ◀ !!	↑ ♩ !	↑	1\$
,UR	← + ♩	L !!	♩ ▲ ♩	♩ ▲	1\$	1\$	1\$
/HDG	T ◀	L !!	L !!	♩ ▲ ♩ !	↑	↑	
OHUFUXU\	L !! .	L !! ◀	!! ◀ !! !!	L !! ◀	↑	!! ◀	!! ◀
ORO\EGHQXP	L .	!! ◀ !!	L !!	L !!	↑ ♩ !	T ↑	1\$
1LFNH	+ .	!! ◀ !!	T ↑	♩ .	↑ ♩ !	↑	1\$
6HCHQLXF	+ ◀	L !!	L !!	L !!	♩ !!	♩	♩
6LOM+	L .	L !!	L !!	!! ◀ !!	↑ !!	↑	↑
7KD00LXI	L	L !!	L !!	L !!	→ !!	→	1\$
9DDGLXP	♩ .	L !!	L !!	L !!	↑ ♩ !	↑	1\$
=LQF	♩ ±	L !!	↑ ◀	!! ◀	↑ ♩ !	↑ ↑	1\$
S+L ♂ V	← ◀ T !!				&RUWRVLYLM ^L FULWHL ^L IRUL S+L L ♩ ↑ L ◀ !! L RU		
3HUFQWL ORLW	↑ ◀ !!						

1RW/H

♩ ◀ L 7LWCHL ± ± L &DOLIRUQLD^L &GRHRI L 5HUXCDWQV\ ^L 6HFWLRQ^L ↑ + ± ♩ ◀ ± + ♂ D^L ♂ ± □ L 6DPSCH^L ZHU^L WHWAGL IRU^L
FRQFHQWLUDLRLQV\ ^L , L WKH^L UHMQW^L RI L WKH^L 67/&L RUL 77/&L HTXDO^L RUL H[PHG^L WKH^L UHSHFWLYH^L UHUXCDWU\ ^L WKUHMROG^L
ZDWKH[█]
♩ ◀ L &RQFHQWLUDLRLQ^L OPLIW^L IRUL WRADOL^L FKURPLXP^L DQG^L RUL FKURPLXP^L ♂ , , , □ L LV^L ± ♩ ↑ !! !! L PJ↑ / L DQG^L OPLIW^L IRUL FKURPLXP^L
♩ ◀ L 7KH^L IHGHUDOL KD]DUGRXL^L ZDWKH^L CHYHOL^L IRUL VROXECH^L FKURPLXP^L LV^L ↑ L PJ↑ /◀ L &DOLIRUQLD^L KDV^L D^L :DWH^L ([MLDWR^L)
FKURPLXP^L ♂ , , , □ L ♂ ↑ !! !! L PJ↑ /□ L DQG^L FKURPLXP^L ♂ 9, □ L ♂ ↑ L PJ↑ /□◀ L 7R^L XVH^L WKH^L ↑ !! !! L PJ↑ / L UHUXCDWU\ ^L WKH^L
WKH^L ZDWKH^L LV^L QRW^L D^L 5HMRXUFL^L &RQHUYDWLRQ^L 5HFRYHU\ ^L \$FW^L ♂ 5&5\$ □ L ZDWKH[█]

\$EEU-HYLDWLRQV

| | L | L &RQWILWVH QDWWDW^L ZHU^L QRW^L GHWHFWHG^L DU^L OLWAGL DV^L | | L WKH^L UHSRUW^L QL OPLIW^L
| A| L L , &90 &&90 , &8% &&8% L , 6\$0 L , 6% L &5,0 L &5\$0 L /&. L RUL 05/L WADQDUG^L QWUXPHQW^L UHODWAGL 4&L LVL RWLGL
- L L 5HMXQW^L QRWAGL ZLWK^L | - | L DU^L DQ^L HXWLPDW^L YDOXH^L RUL ZHU^L CHW^L WKDQ^L WKH^L UHSRUW^L QL OPLIW^L EXW^L JUDWU^L W
GHWHFWLQ^L OPLIW^L

%L L &RPSRXQGL ZD^L IRQG^L LQ^L WKH^L EODQN^L DQG^L LQ^L WKH^L VDPSCH^L

) ♩ L L ODWUL[L 6SLNHL ♂ 06^L DQG^L RUL ODWUL[L 6SLNHL 'XSOLFDW^L ♂ 06' □ L 5HFRYHU\ ^L LVL RWLGL DFFHSWDFQH^L OPLIW^L ◀

PJ↑ / L L PLOORJUDPV^L SHU^L OLWU^L

PJ↑ NJ L L PLOORJUDPV^L SHU^L NLORJUDP^L

1\$ L L 1RW DSSOLFDEOH

63/3^L L 6\QKHWLF^L 3UHFLSLWDWLRQ^L /HDFKLQJ^L 3URFHGXUH

67/&L L 6ROXECH^L 7KUHMROG^L /LPIW^L &RQFHQWLUDLRLQ^L

7&/3^L L 7R[LFVW &KOLDWPHULWLF^L /HDFKLQJ^L 3URFHGXUH